

Business MATCHMAKING



Sponsored by: The Central California Small Business Development Center

Small Business Procurement Workshop

An Introduction to Business Matchmaking

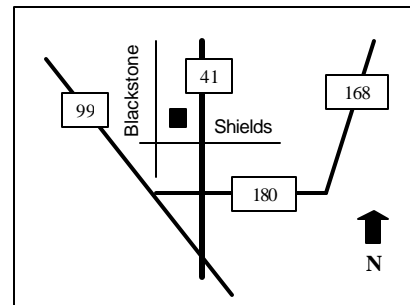
Wednesday, January 28, 2004

8:00 a.m. – 1:00 p.m.

Cost: \$15

(for both workshops)

Workforce Connection at Manchester Mall · 3302 N. Blackstone Avenue, Room 208
Fresno, California 93726 · (559) 230-4056



There's never been a better time for you to do business with the government. Recent changes in federal laws have made it much easier for your business to participate in a multi-billion dollar opportunity.

If you have just started doing procurement or have no experience in selling to government agencies but have the desire – this Workshop is the right opportunity at the right time.

What is the Small Business Procurement Workshop?

This half-day concentrated interactive session is designed to help small firms prepare to do business with government agencies in every industry. Experts from the U.S. Small Business Administration, the Small Business Development Center, Central Valley Procurement Technical Assistance Center, NASA, U.S. Army Corps of Engineers, China Lake Naval Air Station, Edwards Air Force Base, Vandenberg Air Force Base, and Yosemite National Park will present insights that will help you win contracts with the government.

Schedule of Events

8:00 – 8:30 Check-in and Continental Breakfast

Workshop 1

8:30 – 8:45 Welcome

8:45 – 9:15 Participant Introduction

9:15 – 9:45 Central Valley Procurement Technical Assistance Center
Jane McGinnis, Director

9:45 – 10:15 Defense Contract Management
David Jorza, Assistant Director of Small Business

Workshop 2

10:30 – 11:00 U.S. Small Business Administration
Leonard Manzanares, Procurement Center Representative

11:00 – 12:30 Presentations by Small Business Representatives

- U.S. Army Corps of Engineers
- China Lake Naval Air Station
- NASA Dryden Flight Research Center
- Edwards Air Force Base
- Vandenberg Air Force Base
- Yosemite National Park

12:30 – 1:00 Closing Remarks



The California Small Business Development Center Program is a partnership between University of California, Merced and the U.S. Small Business Administration. The Central California Small Business Development Center is partially funded by the U.S. Small Business Administration under the current Cooperative Agreement. The support given by the U.S. Small Business Administration through such funding does not constitute an expressed or implied endorsement of any of the cosponsors' or participants' opinions, products, or services. Reasonable accommodations will be made upon request for handicapped individuals.

REGISTRATION FORM

Name _____ Ph # _____

Business Name _____ E-mail: _____

Address _____

Please enclose a check in the amount of \$15.00 made payable to: California State University of Fresno Foundation
Mail the registration and the check to: Central California Small Business Development Center
3302 N. Blackstone Ave, Suite 202, Fresno, CA 93726-5389